



SUCCESS STORY

PHILADELPHIA DISTRICT OFFICE

U. S. SMALL BUSINESS ADMINISTRATION

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THE BUMPY ROAD TO SUCCESS

"The road to the Promised Land was paved with many pot holes and a lot of closed doors for this young entrepreneur," said Tracy Bogans, President of OLCR, Inc. of Philadelphia. OLCR, Inc. is a wireless technology service provider and Tracy admits that there was no easy path to his current success. "I got a lot of 'no's' and negative responses when I first approached agencies looking for work." He kept a positive business attitude and decided he needed a niche so he sought to carve out a space with government contracts. The first time Tracy approached a government agency with a bid, they didn't believe that his business possessed the technical or financial skills to handle the job. Thanks to the SBA this notion was challenged with a Certificate of Competency (COC) from the Small Business Administration. The SBA's review of the company's capabilities proved that OLCR was very sound technically, but that it needed deeper financial roots.

Eight years in the Army Reserves and National Guard taught Tracy that patience and persistence were the best ways to overcome such a hurdle. "I didn't pass the first one [COC], but I learned from it and was better prepared for my second one." To alleviate the financial issues, he used his savings and refinanced his home. He convinced vendors that he could deliver clients such as the Department of Defense as long as they could deliver their products to him. "I would not be where I am today without the information that the U.S. Small Business Administration (SBA) provided," admits Tracy. "Mr. Vinny Rice, of SBA's government contracting division, pointed me in the right direction for certifications, funding and how to make a small company attractive to a government agency." OLCR is now a SBA certified SDB and HUBZone company.

Today OLCR has strategic relationships with most of the leading wireless network carriers, which allows the company to offer a broad selection of services in the top 100 U. S. metropolitan markets. The corporation has six full-time employees that facilitate wireless voice and data communication solutions to federal government agencies across the country.

Currently Tracy is overseeing the opening of a two satellite offices in Eastwick, Pa and Harrisburg, Pa. "As a business I strive to be bigger and better," he said. He keeps abreast of the latest technology by attending training seminars and hands-on participation at installations. "You must also read a lot. When I mentor others I encourage them to read every piece of material related to what you want to do."

With the strength of a good product, the talent of dedicated workers and the resolve of its leader to push this success story to the next level, the future of OLCR can be as bright as the sun because for this small business owner, the sky is literally the limit.

